



— AAMCO DEALER MEETING · KEYNOTE

Stop losing customers you already earned.



June 2026

— PROOF BEFORE PROMISES

Serving auto repair shops **coast to coast.**



138

locations
live + onboarding

500K+

calls captured and
analyzed
50K+ more every month

76

AAMCO dealer shops
more than every other
brand combined



TWO DIFFERENT INDUSTRIES

You paid to earn these customers. Now get them to the invoice.



Marketing earns them to the ring. **Conversion gets full attention from a company that is sales-performance-first.**

It's not about AI. It's about one more car in the bay.

Sounds human? **Doesn't matter if it isn't booking.**

Smart scorecard? **Doesn't matter if you can't trust it.**

Powerful platform? **Doesn't matter if nobody uses it.**

Three things to ask anyone — including us:

- 1** "Show me the outcomes on my own invoices." — every dollar tied to a real call
- 2** "Show me it running in a shop — live." — watch the bookings and alerts happen
- 3** "Show me every call — not the highlight reel." — numbers from all your calls, not their best ones

The next six slides are us taking that test.

CHAPTER 1

We started by measuring the truth.



Your true conversion rate

Real new opportunities — not call counts — and what actually books.



Every call, both directions

Inbound and outbound — on the phones you already run.



On procedure

Scored against AAMCO's proprietary call procedure.

You can't fix a number you don't trust. So we built the trustworthy number first.

CHAPTER 2

Then we made the data drive revenue.



How your advisors speak

Analyzed for **what wins** — not gut feel.



Failure to authorize, surfaced

The quoted job about to walk out gets **flagged**.



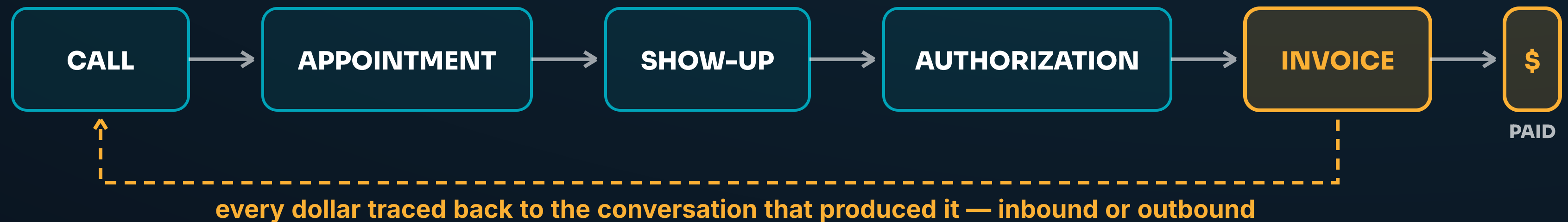
Recaptured

The callback happens — **and we see it happen**.

Measurement that doesn't change behavior is a report. **Ours turns into callbacks and saved jobs.**

CHAPTER 3

We connected to your invoices and closed the loop.



You see where your team wins — at every step.

— WHAT THE CLOSED LOOP FOUND

\$131,115

recovered revenue per location, per year — validated on the invoices.

The average across the early shops on Olelo. **Audit it on your own paper.**

CHAPTER 4

We answer every ring — with an agent that keeps learning.

It learned on hundreds of thousands of real shop calls. Then it learned your region. **No two shops get the same agent.**

It books appointments and routes towing. And **we grade it like an employee** — booking rate, hang-ups, what lands with your customers.

NEW OPPORTUNITIES BOOKED — INBOUND


48% your advisors

44% Olelo voice agent + your team — **the agent books it, or hands your advisor a warm follow-up**

0% a missed call

All-time network average — measured on every agent call, including the team's follow-up bookings within the week. Not a highlight reel.

Ask any vendor: **how many calls is your number measured on — and how often does the agent improve?**

 **THE POINT** — the agent is a learning system graded on every call; an honest number on saved calls beats a vanity number, and the same audit exposes everyone else.

Ours: all of them, tuned constantly.

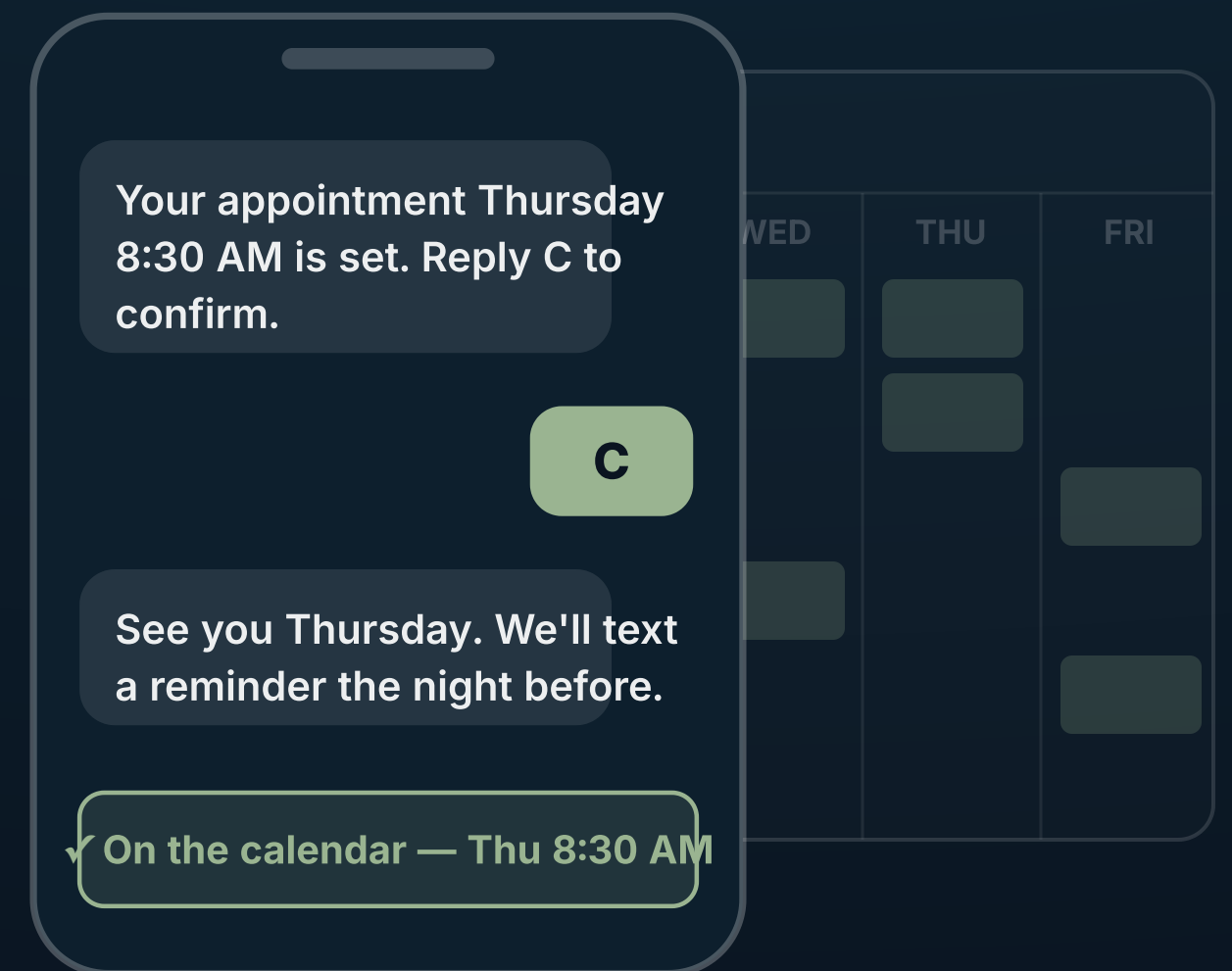
CHAPTER 5

Booked means nothing until they show up.

The pursuit taught us your hardest fight isn't the booking — **it's the no-show.**

- ✓ Confirms every appointment
- ✓ Runs the SMS reminder campaign itself
- ✓ Keeps the calendar, if you need one

A first-of-its-kind appointment manager.
Launching across the network now.



PRESENT

What's at risk in your shop right now.

TODAY · REVENUE ON THE CLOCK

\$3,900

transmission quote — not authorized

4:12:09 to
act

CALL BACK

\$1,150

new customer — didn't book

1:48:33 to
act

CALL BACK

A dollar amount, a clock, and the callback that saves it — **while you're in this room, the AI is booking your appointments.**

PAST

Nothing slips **silently.**

\$2,840

FAILURE TO AUTHORIZE

Tuesday 2:14 PM — manager alerted ✓

follow-up detected — Wed 10:02 AM ✓

\$1,150

MISSED OPPORTUNITY

Wednesday 9:05 AM — manager alerted ✓

no follow-up detected — still open

We send the alert — **and we know whether the callback actually happened.**

The revenue you lost this week has a phone number.

FUTURE

Coaching that does the searching for you.

It listens to **all of the calls** — and finds the pattern one call can't show.

Evidence you can press play on: **the moment, the quote, and the better line for next time.**

THIS WEEK · ADVISOR: MIKE — PATTERN: PRICE BEFORE VALUE

▶ 2:14

"It's \$4,300 all-in." → **next time: what the repair fixes first — then the number.**

▶ 0:47

"Maybe swing by sometime this week?" → **next time: offer two concrete times.**

1 lesson attached · five minutes · nobody went hunting through recordings

— ONE STANDARD

Present. Past. Future. Demand all three.

PRESENT

the dollars at risk today — on a countdown

PAST

every miss priced, alerted, and checked for follow-up

FUTURE

coaching with playable evidence, every week

If your call platform can't hand you all three, **you're leaving revenue in it.**

— OUR ONLY BUSINESS

**We don't sell website designs,
ad campaigns, or SEO.**

**We make the calls they generate worth
more.**

RingCentral  **8x8**  **VONAGE** **nextiva**  **CallRail** **onsip**
Spectrum  **CL Tel**  **Teridium** **Bell**  **TELUS**

— GET THE UNFAIR ADVANTAGE BEFORE YOUR COMPETITORS

They're shopping for sales performance too.



If you don't know the difference between marketing and sales performance, the shop across the street does — and they'll be ready when calls come. **The customer you call back never calls them.**

— WHAT IT COSTS

**Buy outcomes, not AI hype:
you don't pay until we've recovered 10x
our price.**

The complete system is **\$495 a month**. You pay nothing until Olelo has recovered ten times that for your shop.

Guarantee terms confirmed at signup. Recovery measured against your own invoices.

— GO DEEPER TODAY

Four more talks, one scoreboard.

01

You paid for the ring. Now close the deal.

Where the calls leak — and how the money comes back.

02

Is AI racist? The truth behind the tech.

Accents, accuracy, and how to test anyone selling AI.

03

Coach smarter, not harder.

A higher booking rate — without hovering.

04

Olelo 101: What is Olelo?

And why your competitors hope you never find out.

— THE ROAD AHEAD

Keeping customers has never been harder.

The days coming are harder still. With Olelo you hold **the unfair advantage** — and in this environment, you need one.

Sales - performance - first. That's Olelo Intelligence.

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You don't pay until it pays you 10x.